

Message Text

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15

ACTION EUR-12

INFO OCT-01 ISO-00 EB-07 /020 W
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R 070733Z DEC 76

FM AMEMBASSY BELGRADE

TO SECSTATE WASHDC 8909

INFO USDOC WASHDC

AMEMBASSY ATHENS

AMEMBASSY ROME

LIMITED OFFICIAL USE BELGRADE 7917

E.O. 11652: N/A

TAGS: BEXP, YO

SUBJECT: AVIONICS TECHNICAL SALES SEMINAR

REF: USDOC 20757

1. WE REQUEST MINOR CHANGE IN SCHEDULE FOR BELGRADE.
EXPERIENCE HERE SHOWS THAT THREE FULLSDAYS ARE NECESSARY
FOR SUCCESSFUL TSS, THEREFORE BELIEVE MEMBERS SHOULD ARRIVE
JAN. 18, ALLOW WED., THURS., FRIDAY FOR SEMINAR.
SATURDAY NOT FEASIBLE WORKDAY IN YUGOSLAVIA AND WE BELIEVE
YUGOSLAV FIRMS WOULD NOT RETURN FOR THIRD DAY BUSINESS
APPOINTMENTS ON MONDAY. FURTHER, WE SUGGEST THAT SEMINAR
MEMBERS MIGHT RATHER SPEND WEEKEND IN ROME THAN SPEND
SATURDAY, SUNDAY AND MONDAY IN BELGRADE AS NOW PLANNED.

2. TO MEET DEADLINES HERE MUST HAVE INFORMATION MENTIONED
PARA 7 REFTEL BY ELECTRICAL MEANS. TRANSLATION AND PRINTING
LAGS DO NOT RPT NOT ALLOW FOR AIR TRANSMISSION.

3. PLEASE CLARIFY DECISION TO SEND ADVANCE OFFICER TO BELGRADE.
ACCORDING TO GARNITZ STATEMENT AT OCTOBER COMMERCIAL OFFICERS'
MEETING IN MILAN, NO ADVANCE OFFICERS WERE TO BE SENT OUT FOR
TRIAL PERIOD OF SIX MONTHS. HAS THIS POLICY NOT YET GONE INTO
EFFECT OR ARE THERE SPECIAL CIRCUMSTANCES INVOLVED THIS
SEMINAR? IF SO, DATES SUGGESTED ARE NOT PRACTICAL SINCE
ARRANGEMENTS WILL HAVE BEEN MADE PRIOR JAN. 3. TO BE USEFUL.

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ADVANCE OFFICERS SHOULD ARRIVE EARLY; IN THIS

CASE IN EARLY DECEMBER WHICH WOULD HAVE ALLOWED RETURN TO
WASHINGTON FOR BRIEFING OF SEMINAR MEMBERS ON WHAT TO EXPECT
AT EACH STOP.
SILBERMAN

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